

Message Text

UNCLASSIFIED

PAGE 01 TOKYO 00631 130852Z
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----004646 130853Z /13
R 130751Z JAN 78
FM AMEMBASSY TOKYO
TO USDOC WASHDC
INFO SECSTATE WASHDC 4328

UNCLAS TOKYO 0631

PASS DIBA/BIC/OED/EID

E.O. 11652: N/A
TAGS: BEXP, JA
SUBJECT: VSMF QUARTERLY EVALUATION

REFS: (A) 77 TOKYO 10390 (B) 77 TOKYO 16680

1. SUMMARY. THE VSMF WAS IN FULL-TIME OPERATION FOR THE OCTOBER-DECEMBER QUARTER IN THE BUSINESS INFORMATION CENTER IN TOKYO. PUBLICITY WAS ACHIEVED THROUGH DEMONSTRATION AT FOUR SITES OUTSIDE TOKYO AND ARTICLE IN COMMERCIAL NEWSLETTER. USER COMMENTS CONTINUE TO BE FAVORABLE. END SUMMARY.

2. STATISTICS ON VSMF USE FOLLOW. TOTAL NUMBER OF USERS: 87. PERCENT OF FOREIGN BUSINESS BUYERS, 100 PCT. VSMF FILES USED: DOCUMENTATION, 30 PCT; DESIGN ENGINEERING, 8 PCT; PLANT ENGINEERING, 32 PCT; BUILDING PRODUCTS, 15 PCT; MEDICAL, 15 PCT; TRANSPORTATION, NONE. NUMBER OF HARD COPIES MADE, 943. PRODUCT CATEGORIES SEARCHED (BY SIC CODE AND PRODUCT CATEGORY):
1541 - WAREHOUSE CONSTRUCTION
1623 - FLOOR PIPING SYSTEM
2431 - INTERIOR DOOR
2531 - LIBRARY FURNITURE
2541 - - FIBER GLASS REINFORCED PLASTIC
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 TOKYO 00631 130852Z

2800 - CHEMICALS
2833 - ORGANIC CHEMICALS
2842 - CHEMICAL METAL CLEANER
3079 - (COUNT TWICE) FOLDING DOOR, HEAT SHRINKABLE PLASTIC TUBE
3229 - GLASS
3264 - PORCELAIN INSULATOR
3291 - GRINDING WHEEL

3297 - REFRACTORY
3429 - (COUNT THREE TIMES) BUILDER'S HARDWARE, HINGES
3442 - SASH
3443 - HEAT EXCHANGER
3452 - (COUNT THREE TIMES) FASTENER
3474 - CARDIOLOGY EQUIPMENT
3479 - CHEMICAL COATING
3494 - (COUNT TWICE) VALVE
3496 - (COUNT TWICE) CABLE
3511 - TURBINE
3519 - MARINE ENGINE
3523 - AGRICULTURAL MACHINERY
3531 - (COUNT THREE TIMES) CIVIL ENGINEERING MACHINERY,
GRINDER, DRILL
3532 - ROCK DRILL
3535 - (COUNT TWICE) COVEYOR
3536 - MATERIALS HANDLING EQUIPMENT
3541 - MACHINE TOOLS
3545 - (COUNT THREE TIMES) PRECISION MEASURING TOOLS, DRILL,
GLIDE TABLE
3551 - FOOD PACKAGING EQUIPMENT
3561 - (COUNT TWICE) PUMPS
3563 - COMPRESSOR
3567 - (COUNT TWICE) ELECTRIC HEATER
3568 - (COUNT TWICE) SWIVEL JOINT, INDUSTRIAL CLUTCH
3969 - (COUNT FOUR TIMES) INDEX DRIVE, GAS GENERATOR, WINDOW
UNCLASSIFIED

UNCLASSIFIED

PAGE 03 TOKYO 00631 130852Z

CLEANER, EXPELLERS
3573 - MINI COMPUTER
3589 - (COUNT TWICE) WASTE SYSTEM EQUIPMENT, WATER TREATMENT
EQUIPMENT
3613 - (COUNT THREE TIMES) REGULATOR, SWITCH
3621 - (COUNT TWICE) LINEAR MOTOR
3644 - INSULATOR
3662 - (COUNT THREE TIMES) SECURITY SYSTEM, COMMUNICATION
SYSTEM
3674 - (COUNT TWICE) SEMICONDUCTOR, SOLAR ENERGY CELLS
3714 - (COUNT TWICE) AUTO PARTS, SHOCK ABSORBERS
3811 - NAVIGATION POSITIONING EQUIPMENT
3823 - (COUNT TWICE) FLOW METER, TEMPERATURE INSTRUMENTS
3825 - (COUNT FOUR TIMES) ANALYSER
3829 - (COUNT TWICE) NON-DESTRUCTIVE TESTING EQUIPMENT,
ULTRASONIC DOPPLER FLOW DETECTOR
3841 - (COUNT EIGHT TIMES) MEDICAL EQUIPMENT, ANESTHESIA
EQUIPMENT
3843 - (COUNT TWICE) BENTAL EQUIPMENT

3. THE VSMF WAS DEMONSTRATED AT THE FOLLOWING LOCATIONS
DURING THE LAST QUARTER OF 1977: OSAKA (OCTOBER 3-7),

NAGOYA (OCTOBER 17-19), FUKUOKA (OCTOBER 7-9) AND KITAKYUSHU (NOVEMBER 17-18). THESE DEMONSTRATIONS WERE HELD IN CONJUNCTION WITH THE DESIGN ENGINEERING SHOW, AND IN EACH CASE READER-PRINTERS WERE BORROWED LOCALLY. SUPPORT FROM LOCAL VSMF REPS WAS GOOD. BOTH OSAKA AND FUKUOKA REPORT INTEREST IN THE VSMF SYSTEM AMONG LOCAL EXHIBITORS AND SHOW ATTENDEES. FUKUOKA REPORTS THAT SEVERAL LOCAL FIRMS HAVE REQUESTED U.S. COMPANY CATALOGS THROUGH THE CONSULATE.

4. REPEAT USERS OF THE VSMF IN TOKYO ACCOUNTED FOR 23 PCT OF TOTAL USERS, UP FROM 15 PCT DURING THE PREVIOUS QUARTER. USE OF THE MEDICAL EQUIPMENT FILE REMAINS HIGH (15 PCT THIS QUARTER), AND SUPPORTS OUR BELIEF THAT MEDICAL FILE SHOULD BE RETAINED IN OUR VSMF PACKAGE. ONE PAGE ARTICLE ON VSMF UNCLASSIFIED

UNCLASSIFIED

PAGE 04 TOKYO 00631 130852Z

WITH PHOTO WAS RUN IN DECEMBER 77 COMMERCIAL NEWSLETTER. MANSFIELD

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 jan 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978TOKYO00631
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780019-1307
Format: TEL
From: TOKYO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780167/aaaacenx.tel
Line Count: 138
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 562dfce3-c288-dd11-92da-001cc4696bcc
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 TOKYO 10390, 77 TOKYO 16680
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 16 feb 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3780178
Secure: OPEN
Status: NATIVE
Subject: VSMF QUARTERLY EVALUATION
TAGS: BEXP, JA
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/562dfce3-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014